

Message Text

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21 67

ACTION EB-11

INFO OCT-01 NEA-10 ISO-00 CIAE-00 INR-10 LAB-06 NSAE-00

PA-03 RSC-01 SIL-01 USIA-15 PRS-01 DRC-01 CU-04 /064 W

----- 000892

R 181300Z SEP 73

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 7699

AMEMBASSY ABU DHABI

AMEMBASSY BEIRUT

AMEMBASSY JIDDA

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C O R R E C T E D C O P Y (TEXT)

BEIRUT FOR COMMATT AND RTDO

E.O. 11652: N/A

TAGS: BEXP: KU

SUBJ: EDUCATIONAL EQUIPMENT TRADE MISSION: CCTV

REF: (A) USDOC 13026 (B) KUWAIT 3287

1. IN RECENT SEPARATE CONVERSATION WITH IBRAHIM EID, ASSISTANT DIRECTOR, EDUCATIONAL MEANS DEPT., MIN OF EDUCATION AND STANLEY BRIGHTWELL, MID-EAST MARKETING MANAGER, EMBOFF WAS APPRISED OF STATUS KUWAIT'S CCTV EXPERIMENT AND MIN'S OTHER NEEDS IN AUDIO-VISUAL FIELD.

2. AFTER A YEAR OF EFFORT, AMPEX HAS SOLD PILOT VIDEO CASSETTE RECORDING SYSTEM TO MIN OF EDUCATION INCLUDING TV STUDIO FOR PRODUCTION OF LIVE BROADCASTS OR CASSETTE TAPES, THREE VIDEO CASSETTE RECORDERS, AND MONITORE. THE PROGRAM COVERS FIVE OF KUWAIT'S THIRTY-FIVE PUBLIC SECONDARY SCHOOLS. EACH VCR

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COSTS \$3000 AND AMPEX ESTIMATES THAT IN COMING YEARS

THEY CAN SELL AS MANY AS 500 UNITS IF SYSTEM
BECOMES OPERATIVE THROUGHOUT THE SCHOOLS.

3. BRIGHTWELL HIGHLY EXPERIENCED IN AREA'S TV INDUSTRY,
HAVING FOR THREE YEARS WORKED AS HIGH-LEVEL ADVISOR
IN SAUDI ARABIA'S TV SYSTEM. HE AMANGED SELL AMPEX
EQUIPMENT DESPITE STRONG BRITISH AND JAPANESE
COMPETITION AND EVEN AT SOMEWHAT HIGHER PRICE BY
SELLING EQUIPMENT PIECEMEAL AND THUS AVOIDING KD1000
PRICE AT WHICH MIN'S PURCHASES MUST BE SUBMITTED TO
TENDER COMMITTEE. EID WAS VERY ENTHUSIASTIC ABOUT
SYSTEM AND HIS ADVICE IS STRONGLY RESPECTED BY HIS
SUPERIORS WHO USUALLY APPROVE ROUTINELY EVEN HIS
LARGE PURCHASES.

4. IN VIEW OF FOREGOING, WE WITHDRAW OUR EARLIER
CONCURRENCE FOR RECRUITMENT OF CCTV COMPANY (REF B)
AS AMPEX HAS OBVIOUSLY DONE EXCELLENT JOB HERE AND
INTRODUCTION OF NEW-TO-MARKET US FIRM WOULD LIKELY
NOT SUCCEED BUT COULD PROVE DETRIMENTAL TO AMPEX
EXPLOITING ITS INITIAL SUCCESS.
STOLTZFUS

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 SEP 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973KUWAIT03396
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730926/aaaa.aspx.tel
Line Count: 83
Locator: TEXT ON-LINE
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 04 JAN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <04-Jan-2002 by willialc>; APPROVED <17-Jan-2002 by morefirh>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: EDUCATIONAL EQUIPMENT TRADE MISSION: CCTV
TAGS: BEXP, KU
To: WASHDC SECSTATE WASHDC ABU DHABI BEIRUT JIDDA
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005